

Integrity Virtual Partner

Affiliate Sales Guide: What to Say, Who to Target

Hire a VA

We find your business the perfect virtual assistant, trained and ready. Starting at \$9.80 an hour, no long-term contracts, no hidden fees, no benefits, no taxes to pay. We take care of that.

What it means: A virtual assistant is a remote worker who handles tasks like scheduling, data entry, customer calls, or billing. "No benefits, no taxes" means the business isn't hiring an employee, so they skip payroll tax, insurance, and HR headaches. Our VAs are based in the Philippines, Mexico, Sri Lanka, India, and Malaysia, with Chinese-speaking staff available. We staff far beyond medical practices, including real estate, e-commerce, legal, and marketing. See every role at integrityvirtualpartner.com/hire-virtual-assistants.html.

Target

Any business owner buried in admin work, not just healthcare. Real estate agents drowning in listing coordination and showing schedules, e-commerce owners buried in customer support and order management, law firms needing document prep, marketing agencies needing a GoHighLevel or CRM specialist, and small medical practices needing scheduling and insurance verification. Contractors needing appointment setting and cold calling. Especially specialty clinics, including pulmonology, cardiology, dermatology, orthopedics, ENT, gastroenterology, and pain management, along with any practice with heavy scheduling and insurance workloads. In short, any owner who can't justify a full local hire yet but is drowning in repetitive tasks.

What to tell the business

Starts at \$9.80 an hour, no long-term contracts, no hidden fees.

What not to tell

Don't promise beyond our capabilities. Don't negotiate on our behalf. Don't discuss your own payment with the business.

PAs (Prior Authorizations)

We handle prior auths start to finish: submitted, tracked, and followed up until approved.

What it means: A prior authorization is approval an insurance company requires before it will pay for certain treatments, tests, or medications. Insurance decides if a treatment is "required." Doctors and

APs spend hours on the phone justifying it. We do that on their behalf.

Target

Practices prescribing anything that routinely needs insurance sign-off, such as biologics, specialty medications, inhalers, imaging, or procedures. Especially pulmonology, rheumatology, allergy and immunology, and similar specialties with heavy PA workloads.

What to tell the business

Our team is US-based, with a very high success rate, including strong approval rates for biologics and inhalers specifically. Getting a PA approved often means more billing opportunity and better patient retention, since a patient may return monthly for administration and each visit can be billed. If a PA is denied, that patient may stop following up with the practice at all.

What not to tell

Never say "100% guaranteed." Never give a specific number.

AI Chart Prep

Chart prep and scribing that took hours now takes minutes. Built to your exact template.

What it means: After seeing a patient, a doctor has to write up notes, sometimes called "chart prep" or "scribing." Our AI tool drafts that note for them in their own style, so they just review and sign instead of writing it from scratch.

Target

Solo practitioners or small practices without a scribe, or anyone tired of hiring and training scribes just to have someone review documentation.

What to tell the business

We build your charting so you don't need a second trained scribe to review the chart. Our AI follows your template. An untrained assistant can bring the "scribe" into the patient room, it generates the note, and the provider just reviews and approves. No trained individual is needed for chart prep.

Medical Practices (starting a clinic)

Opening a clinic? We handle everything from marketing, staffing, software, the paperwork, and the setup, so you can focus on patients. We also help you identify new revenue streams.

What it means: Someone opening a new medical practice needs a business license, staff, a website, and compliance paperwork, all before seeing a single patient. We handle that whole setup instead of them piecing it together themselves.

Target

Physicians or advanced practice providers planning to open their own practice for the first time, whether that's new grads or anyone leaving a larger system to go independent.

Forms

Did your staff or anyone with access to your practice sign the correct forms? An NDA or BAA? Do you need forms for your practice? HIPAA training forms, new patient registration, medical records release forms, even specialty-specific forms such as vascular ultrasound, pulmonology 6-minute walk test, and spirometry.

What it means: A BAA, or Business Associate Agreement, is a legally required contract anytime someone outside the practice touches patient data, like a VA or vendor. An NDA keeps staff from sharing confidential information. Specialty forms are the exact clinical paperwork a specific type of specialist needs, ready-made instead of built from scratch.

Target

Any practice, new or established, especially ones onboarding new staff, vendors, or adding a specialty service that needs its own documentation.

Staff Training / Education

We train the staff you already have, or the ones we place, so they're ready on day one. Available online self-paced, or reach out for individualized training. Staff can go online and complete the course, which includes specialty-specific knowledge.

What it means: New hires, or existing staff learning a new process, often waste weeks getting up to speed. We provide structured training so they're productive right away instead of learning on the job.

Target

Practices onboarding new staff, or bringing an existing team up to speed on a new specialty or workflow.

When in Doubt, Ask First

We do not allow anything illegal, and we do not allow anything we haven't approved, full stop. But within those lines, we try to help as much as we can. If you're ever unsure whether something is okay to say, post, or do, don't guess, just ask before you act.

Email contact@desertgateholdings.com anytime with questions. We'd rather answer a question up front than sort out a problem after the fact.